

(\$000)	Annual Plan	YTD Plan	YTD Results	\$ Variance
Revenue from Goods and Services Sold	(b) (5)		32,524	(b) (5)
General Revenue			32,524	
Export Surcharge			0	
Other Surcharges			0	
Less Acq Trng Fund Contrib.			0	
Net Revenue			32,524	
Total Cost of Goods and Services Sold			4,059	
General Cost of Goods			4,059	
Freight, Inbound			0	
Inventory Adjustments			0	
Credit Card Fees			0	
Gross Margin (Fee Revenue)			28,464	
Business Unit Expense			22,410	
Direct Operating Expenses			20,701	
Operating Expense			20,399	
Mgt. Expense			302	
Rent			1,743	
Facility Rent			0	
Office Rent			1,743	
Outbound Transportation and Inventory Expense			0	
Inventory Transfers			0	
Time Discounts			0	
Transportation (Outbound)			0	
Fleet Vehicle Related Expense			0	
(Profit)/Loss on Vehicle Sales			0	
Maintenance and Repair			0	
Petroleum			0	
Misc Vehicle Costs			0	
Other Cost of Operations			(34)	
Annual Leave Liability			(92)	
Bad Debt			1	
Claims/Other			10	
Employer Contributions to Benefits			47	
Depreciation & Amortization			113	
Administrative Equipment			99	
Building & Land Modifications			14	
Operating Equipment			0	
Information Technology Software			0	
Leased Assets			0	

(\$000)	Annual Plan	YTD Plan	YTD Results	\$ Variance
Executive Direction, Planning, & Support	(b) (5)		1,397	(b) (5)
Executive Direction			542	
Commissioner			194	
Regional Commissioners			348	
Office of Enterprise Strategy Management			115	
Office of Policy and Compliance			83	
Office of Customer Accounts and Stakeholder Engag			114	
National (CO)			55	
Regional Account Mgmt			53	
National Marketing & Communication Division			5	
NCSC			0	
Internal FAS IT Support			543	
FAS IT Systems			307	
System Development Capitalization Offset			0	
Common Acquisition Platform			236	
Working Capital Fund			5,156	
Administrative Services			249	
Chief Financial Officer			832	
Centralized CFO Support			413	
FAS Support			150	
FAS Financial Service Centers			269	
Chief Information Officer			2,637	
Centralized CIO Support			2,558	
FAS IT Services (IQ Staffing)			54	
FAS IT Services (IQ Admin Systems)			24	
Office of Human Resource Mgmt			539	
General Counsel			193	
Governmentwide Policy			157	
Other GM&A			549	
Total Operating Expenses			29,076	
Provision for Asset Replacement			0	
Net Operating Results			(612)	
Reserve Expense			267	
Business Reserve			0	
Investment Reserve			267	
Extraordinary Adjustments			0	
Prior-Year			0	
Other Adjustments			0	
Total Cost of Operations			33,402	
Net Financial Impact			(\$878)	